

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA**



FILED

02/17/23

04:59 PM

A2302012

Application of ANGEL ISLAND-TIBURON
FERRY, INC. (VCC-82) for a General Fare
Increase Pursuant to Public Utilities Code
Section 454 and for Authority to Establish a
Zone of Rate Freedom.

Application 23-02-____
(Filed February 17, 2023)

**APPLICATION OF
ANGEL ISLAND-TIBURON FERRY, INC. (VCC-82)
AND
REQUEST FOR EXPEDITED SCHEDULE**

[PUBLIC VERSION]

Margaret I. McDonogh
Owner/President
Angel Island-Tiburon Ferry, Inc.
21 Main Street
Tiburon, CA 94920
(415) 435-2131
maggie@angelislandferry.com

Martin A. Mattes
Willis Hon
Nossaman LLP
50 California Street 34th Floor
San Francisco, CA 94111
(415) 398-3600
whon@nossaman.com

Attorneys for Angel Island-Tiburon Ferry, Inc.

February 17, 2023

TABLE OF CONTENTS

	<u>Page</u>
I. Introduction.....	1
II. Summary of Relief Requested.....	1
III. Required Information.....	2
IV. Background.....	4
V. Applicant’s Need for an Increase in Base Fares and a ZORF	6
A. Maintenance of Vessels & Other Property	11
B. Operations of Vessels	12
C. Casualties & Insurance	15
D. Fuel Costs.....	16
E. General Office Expenses.....	16
VI. CEQA Compliance	21

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA**

Application of ANGEL ISLAND-TIBURON
FERRY, INC. (VCC-82) for a General Fare
Increase Pursuant to Public Utilities Code
Section 454 and for Authority to Establish a
Zone of Rate Freedom.

Application 23-02-____
(Filed February 17, 2023)

**APPLICATION OF
ANGEL ISLAND-TIBURON FERRY, INC. (VCC-82)
AND
REQUEST FOR EXPEDITED SCHEDULE**

[PUBLIC VERSION]

I. INTRODUCTION

Pursuant to Rule 3.2 of the Rules of Practice and Procedure (“Rules”) of the California Public Utilities Commission (“Commission”), Angel Island-Tiburon Ferry, Inc. (“Applicant” or the “Company”) requests authorization for a general passenger fare increase and a Zone of Rate Freedom (“ZORF”) in connection with its Vessel Common Carrier service between the Town of Tiburon and Angel Island. In accordance with Rule 2.9, Applicant respectfully requests that this Application be processed under an expedited schedule, for the reasons specified in **Attachment A** hereto.

II. SUMMARY OF RELIEF REQUESTED

Applicant is a small business, authorized as a Vessel Common Carrier (VCC-82) to transport passengers and bicycles between Tiburon and Angel Island on San Francisco Bay. Applicant’s scheduled service has survived ebbs and flows of the business cycle and variable weather, struggling to achieve profitable operations in recent years. The COVID-19 pandemic dealt a serious blow to Applicant’s business, requiring an extended suspension of operations

followed by a slow revival of the service still not approaching the passenger volumes of 2019 let alone the more favorable traffic volumes of two decades ago.

Applicant's survival through the first two years of the COVID-19 pandemic was possible only with the support of loans and a grant from the Federal government and the temporary suspension of Applicant's obligation to pay concessionaire's fees for the privilege of serving Angel Island State Park. More recently, the 12-month ending Consumer Price Index for All Urban Consumers ("CPI-U") (unadjusted) has remained above 5% for the period January 2022 through January 2023, reflecting an extended period of inflation that has resulted in increases to Applicant's operating expenses.¹ As such financial support is no longer available and in view of Applicant's obligation to have all its vessels converted to electric-only motors by the year 2026, Applicant requires a substantial increase in its basic passenger fares in order to operate on a minimally profitable basis. Applicant also seeks authorization to implement a ZORF in order to have the flexibility to respond to the current conditions of inflation and volatility that seriously affect its ongoing costs of operations.

III. REQUIRED INFORMATION

Applicant is a California corporation that has been duly organized and exists under the laws of the State of California. A certified copy of the Articles of Incorporation filed with the California Secretary of State was filed with the Commission as part of Applicant's Application No. 98-11-021 on November 18, 1998.

Applicant's corporate and operational business office is located at 21 Main Street, Tiburon, California 94920. Applicant's mailing address is P.O. Box 1231, Tiburon, CA 94920.

¹ See <https://www.bls.gov/news.release/pdf/cpi.pdf> (accessed February 16, 2023) at 2, Chart 2.

Pursuant to Rule 2.1(c) and Rule 2.9, Applicant proposes that this Application be processed as a ratesetting proceeding on an expedited schedule. Based on Applicant's expectation that no protests of this Application will be filed and that neither an evidentiary hearing nor comments on the proposed decision will be required, and in consideration of Applicant's need to have new fares in effect near the beginning of the Summer tourist season, Applicant proposes the following expedited schedule:

PROPOSED SCHEDULE	
Application filed.	February 2023
Notice in Daily Calendar.	February 2023
Protests Due.	March 2023
Prehearing Conference.	March 2023
Scoping Memo; Matter Submitted.	April 2023
Proposed Decision.	June 2023
Decision Adopted.	June 2023

In further compliance with Rule 2.1(c), Applicant identifies the issues presented by the present Application as follows:

1. Whether Applicant has sufficiently justified the proposed increases in its Base Fares;
2. Whether Applicant has sufficiently justified authorization of a ZORF; and
3. Whether the proposed Base Fares and ZORF are reasonable.

Pursuant to Rule 2.1(b), notices, correspondence and communication with respect to this Application should be addressed to Applicant's attorney:

Willis Hon
Nossaman LLP
50 California Street 34th Floor
San Francisco, CA 94111
Tel.: (415) 398-3600
Fax: (415) 398-2438
E-mail: whon@nossaman.com

IV. BACKGROUND

Applicant's founder, Milton McDonogh, was authorized by the Commission to provide service as a Vessel Common Carrier (VCC-82) by Decision No. 60037, dated May 3, 1960 and by Decision No. 60801, dated September 27, 1960, both approving Application No. 40945. Mr. McDonogh did business as Tiburon-Angel Island Tours, providing passenger ferry service between Tiburon and Angel Island State Park (the "Park"). By Decision No. 99-02-032, issued February 4, 1999, the Commission approved Milton McDonogh's request in Application No. 98-11-021 for authority to transfer the Certificate of Public Convenience and Necessity to the corporation, Angel Island-Tiburon Ferry, Inc., the Applicant herein, of which Mr. McDonogh served as the first president.

The passenger ferry service has been operated by Applicant's predecessor and by Applicant continuously since 1960. Milton McDonogh died January 18, 2008, leaving his estate to his daughter, Margaret I. McDonogh, who has been active in the business for over 32 years. She is the current and sole owner and president of Angel Island-Tiburon Ferry, Inc., and through the corporation has continued to operate the ferry service, having also assumed all the rights and obligations under the Park's concessionaire contract since Mr. McDonogh's death.

The rates charged by Applicant for the transportation of passengers on its scheduled services are, and have long been, contained in its Local Passenger Tariff No. 1-A on file with the Commission. By Decision No. 99-02-011, adopted February 4, 1999, the Commission approved a fare increase resulting in an Adult round trip fare of \$4.00 and a round trip fare for a Child over

5 years of age of \$3.00. By Decision No. 02-06-019, adopted June 6, 2002, the Commission approved a \$2.00 increase in base fares for children and adults, resulting in a base round trip fare for Adults of \$6.00 and for Children over 5 years of age of \$5.00. In addition to these approved base fares, in June 2004 the Commission authorized a temporary fuel surcharge to recover increased fuel costs by Resolution TL-19042, which was extended by subsequent Commission Resolutions, most recently at a level up to 20% by Resolution TL-19115, adopted December 19, 2013 and effective through December 2015.

Meanwhile, by Decision No. 07-04-027, adopted April 12, 2007, the Commission approved another fare increase resulting in a \$9.00 Adult round trip fare, an \$8.00 round trip fare for a Child 6-12 years of age, and a \$3.00 round trip fare for a Child 3-5 years of age, with no charge for children below that age. A charge for bicycles remained at \$1.00. Approximately seven years later, by Decision No. 14-08-014, issued August 14, 2014, the Commission approved another increase in base fares as depicted in the comparative schedule below.

Category of Fare	Base Fare Feb. 04, 1999	Base Fare Dec. 06, 2002	Base Fare April 12, 2007	Base Fare April 11, 2014
Adults Round Trip Fare (13 years old and up)	\$4.00	\$6.00	\$9.00	\$12.00
Seniors Round Trip Fare (Ages 65 and up)	\$4.00	\$6.00	\$9.00	\$11.00
Children Round Trip Fare (Age 6-12)	\$3.00	\$5.00	\$8.00	\$11.00
Little Children Round Trip Fare (Age 3-5)			\$3.00	\$5.00
Toddlers Round Trip Fare (Ages 2 & Under)	Free	Free	Free	Free
Bicycles	\$1.00	\$1.00	\$1.00	\$1.00

Applicant eliminated its fuel surcharge concurrently with implementing the higher base fares authorized by Decision No. 14-08-014 and its authority to reinstitute a fuel surcharge lapsed in December 2015.

Applicant's current and prior fare schedules, including allowed fuel surcharges, have been as follows:

Category of Fare	Total Fare June 09, 2004	Total Fare April 12, 2007	Total Fare April 11, 2014	Total Fare August 1, 2022²
Adults Round Trip Fare (13 years old and up)	\$7.25	\$10.50	\$12.00	\$14.40
Seniors Round Trip Fare (Ages 65 and up)	\$7.25	\$10.50	\$11.00	\$13.20
Children Round Trip Fare (Age 6-12)	\$6.00	\$9.50	\$11.00	\$13.20
Little Children Round Trip Fare (Age 3-5)		\$3.50	\$5.00	\$6.00
Toddlers Round Trip Fare (Ages 2 & Under)	Free	Free	Free	Free
Bicycles	\$1.00	\$1.00	\$1.00	\$1.00

V. APPLICANT'S NEED FOR AN INCREASE IN BASE FARES AND A ZORF

By this Application, authority is requested, pursuant to Sections 454 and 491 of the Public Utilities Code, to increase the authorized base passenger fares (for round trips and exclusive of the State Park's entrance fee) and to adjust the age-based categories of fares in the fare schedule as follows:

² These current fares include the Fuel Cost Surcharges authorized by Resolution TL-19139. Those surcharges are presently due to expire effective June 23, 2023, which would result in restoration of the fares shown as effective April 11, 2014.

Category of Fare	Base Fare Dec. 06, 2002	Base Fare April 12, 2007	Current Base Fare April 11, 2014	Proposed Base Fare
Adults Round Trip Fare (13 years old and up)	\$6.00	\$9.00	\$12.00	\$15.00
Seniors Round Trip Fare (Ages 65 and up)	\$6.00	\$9.00	\$11.00	\$13.00
Children Round Trip Fare (Age 6-12)	\$5.00	\$8.00	\$11.00	\$13.00
Little Children Round Trip Fare (Age 3-5)	Free	\$3.00	\$5.00	\$6.00
Toddlers Round Trip Fare (Ages 2 & Under)	Free	Free	Free	Free
Bicycles	\$1.00	\$1.00	\$1.00	\$1.00

Applicant also requests, consistent with the policy of section 454.2 of the Public Utilities Code, that the Commission authorize a ZORF allowing a range of 20% above and below the amounts of the base fares requested for round trip fares indicated above, to be effective for years 2023 and beyond.

Category of Fare	Proposed Base Fare	Minimum ZORF Fare	Maximum ZORF Fare
Adults Round Trip Fare (13 years old and up)	\$15.00	\$12.00	\$18.00
Seniors Round Trip Fare (Ages 65 and up)	\$13.00	\$10.40	\$15.60
Children Round Trip Fare (Age 6-12)	\$13.00	\$10.40	\$15.60
Little Children Round Trip Fare (Age 3-5)	\$6.00	\$4.80	\$7.20
Toddlers Round Trip Fare (Ages 2 & Under)	Free	Free	Free
Bicycles	\$1.00	\$1.00	\$1.00

Applicant is making this request primarily to address the substantial loss of business over the decade since Applicant's fares were last reviewed, including continuing impacts from the COVID-19 pandemic, as well as the substantial increase in certain costs of operations over that period of time due to inflation. An additional justification for a fare increase at this time is to place Applicant's operations in a healthy financial position as Applicant will soon be required to address the financial ramifications of newly effective government regulations that will require all of its vessels to be powered by electric motors by 2026.³ Early estimates of retrofit costs are approximately \$3,500,000. Grants may be available to offset some of the anticipated costs, but are generally delivered only after such retrofits have been completed.

A copy of Applicant's 2021 Annual Report to the Commission is attached hereto as **Appendix 1**. A copy of Applicant's draft⁴ 2022 Annual Report to the Commission is attached hereto as **Appendix 2**. Copies of Applicant's Financial Statements are included as **Appendix 3**.⁵ For the year ending December 31, 2022, water-line passenger fare box revenues for Applicant's ferry passenger service totaled \$854,187, and the water-line operating expenses totaled \$886,059. The negative water-line operating income of (\$31,874) represented an Operating Ratio of 103.7 for 2022.

³ See California Air Resources Board, Final Regulation Order: Commercial Harbor Craft Regulation (Table 14 listing compliance date for zero-emission and advanced technologies for "New, Newly Acquired and In-Use Short-Run Ferries" of December 31, 2025), *available at* <https://ww2.arb.ca.gov/sites/default/files/barcu/regact/2021/chc2021/chcfro.pdf>

⁴ The Applicant's 2022 tax return has not been filed yet and is necessary before the draft 2022 Annual Report can be finalized and submitted to the Commission. Notwithstanding this, the information contained in the draft 2022 Annual Report included with this application is expected be close to the amounts that will be submitted once finalized.

⁵ Upon acceptance of this Application for filing by the Commission docket office and the issuance of a proceeding number, Applicant intends to file a motion for leave to file under seal to submit the copies of Applicant's Financial Statements included as Appendix 3 confidentially under seal.

The operating revenue, operating expenses, and net revenues for the past five years are shown in the following table below, which reflects a trend of declining profitability for the Applicant. The forecasted operating revenue values for 2023 are also shown below, which assume that the temporary Fuel Cost Surcharges authorized by Resolution TL-19139 will expire effective June 23, 2023, but that the Commission would then grant the requested base fare increases being sought in this Application in time for the remainder of the calendar year. The forecasted operating expenses for 2023 are also shown below and described in greater detail in subsequent sections of this Application. Each of the amounts for the projected expense categories shown in **Appendix 4** that make up the overall forecasted operating expense were generally forecasted based on the Applicant’s historic costs for those categories with specific adjustments made to certain expenses based on changed circumstances that have occurred or are anticipated, as described further below. However, the forecasted expense amounts shown below and in **Appendix 4** have not separately been escalated for inflation.

Description	Projected 2023	2022	2021⁶	2020	2019	2018
Operating Revenue	\$991,900	\$854,187	\$731,349	\$332,207	\$780,447	\$866,295
Operating Expenses	\$988,039	\$886,059	\$558,884	\$577,201	\$838,211	\$946,010
Net Revenue	\$3,861	(\$31,872)	\$172,465	(\$244,994)	(\$57,764)	(\$79,715)
Operating Ratio	99.6%	103.7%	76.4%	173.7%	107.4%	109.2%

⁶ The more favorable financial results in 2021 reflect one-time benefits from forgiveness of state COVID-19 Economic Injury Disaster Loans (“EIDL”) and federal Paycheck Protection Program (“PPP”) loans, which resulted in recorded revenue in those years, as well as the temporary suspension of concessionaire payments to the California State Parks Service, which significantly reduced operating expenses.

Instead of achieving a reasonable rate of return on Applicant's substantial investment in the ferry passenger service, Applicant has been operating at a significant loss for the past several years. 2020 stands out as a terrible loss year due to COVID-19. Survival of the Company through 2020 and 2021 occurred as a result of EIDL loans, PPP loans, a CERTS grant⁷ and suspension of concessionaire fees payable to State Parks and facility rent. While the 2020 loss is significant along with the lingering impact of COVID-19, the operating trends expected for 2023 and beyond will likely be more like 2017 through 2019 than 2019-2020, with the caveat that 2023 and future years will see the reinstatement of concessionaire fees paid (generally 11% of ferry service revenue), wage increases to attract and retain trained employees, expensive dry-docking, and rent paid for the use of facility as estimated in **Appendix 4**.⁸ Even with the base fare increases being requested here factored in, Applicant's Operating Ratio for 2023 is forecasted to be 99.6%, reflecting a very modest return to profitability.

The future viability of the Company is best measured by the number of paid passengers that travel. The lingering impact of COVID-19 has been that the number of passengers traveling remains low. The EIDL loan is a 30-year loan with a very low interest rate. The Company will use those funds to absorb anticipated losses in the current year, and to make a small contribution toward the cost of retrofitting its vessels with entirely electric motors.

⁷ The U.S. Treasury Coronavirus Economic Relief for Transportation Services ("CERTS") program provided grants to eligible transportation service companies, including vessel carriers, to maintain payroll and cover certain operating costs. *See* <https://home.treasury.gov/policy-issues/coronavirus/assistance-for-american-industry/coronavirus-economic-relief-for-transportation-services>

⁸ Each of these changed circumstances are discussed in greater detail in the subsequent sections below.

LONG-TERM DEBT

Description	2022	2021	2020	2019	2018
SBA EIDL Loan	\$329,711	\$331,900	\$331,900	\$0	\$0
SBA PPP Loan	\$0	\$0	\$91,615	\$0	\$0
Bank of Marin Loan	\$0	\$0	\$120,209	\$126,893	\$166,878
Notes Payable Due Shareholder	\$119,594	\$121,125	\$151,779	\$101,267	\$57,848
Total Long Term Debt	\$568,030	\$639,636	\$695,503	\$228,160	\$224,726

Applicant has prepared a schedule presented in **Appendix 4** that compares the results of operations of the ferry service based on recorded data for recent years and the forecasted values for 2023, assuming that the requested fare increases are approved and made effective for most of 2023, as explained above. The results show that the base fare increase requested essentially comes close to covering anticipated expenses assuming paid passenger travel remains at 55,000 for the 2022 year. Applicant expects paid passenger travel will increase into the 60,000 and 70,000 range in years 2023 through 2026, resulting in profitable operations. This is critically important given that the company will need to convert its vessels to electric power by 2026.

Applicant has analyzed trends in costs over the last few years in critical elements of the operating budget to make the following projections of costs and expenses, all of which support this request for increased fares.

A. Maintenance of Vessels & Other Property

As noted in **Appendix 4**, maintenance of vessels & other property was \$58,837 in 2021, and increased dramatically to \$209,983 in 2022 due to very high costs relating to major repairs to Applicant's vessel, the Bonita. The United States Coast Guard temporarily no-sailed the Bonita due to dry rot on the wheelhouse structure in 2022 and thus required significant dry-docking

expenses that occurred in 2022 that was ahead of the routine maintenance schedule for that vessel (which was originally planned for June 2023). Moreover, some of the repairs that normally would have been done in 2020 were deferred to 2021 and 2022 due to COVID-19. As maintenance returns to a more routine cycle, such dry-docking and other expenses are expected to occur on a regular basis in years to come. Thus, the projected maintenance costs for 2023 forecasted in **Appendix 4** are based on an assumed return to the expected maintenance cycle of each vessel. However, maintenance costs for 2023 and beyond could be higher than estimated and projected, as the amount of work to be done will not really be known until the undersides of the vessels can be inspected while they are out of the water.

MAINTENANCE OF VESSELS & OTHER PROPERTY

Description	2022	2021	2020	2019	2018
Dry-docking	\$175,847	\$46,562	\$30,396	\$63,311	\$29,805
Maintenance-dock restrooms	\$0	\$0	\$0	\$2,596	\$2,596
Repairs and Maintenance-boats	\$31,754	\$9,606	\$11,884	\$6,719	\$20,100
Repairs and Maintenance	\$2,382	\$2,669	\$2,535	\$1,418	\$386
Total Maintenance of Vessels & Other Property	\$209,983	\$58,837	\$44,815	\$74,044	\$52,887

B. Operations of Vessels

Current wage bases are below market, and must be increased in order to attract and retain qualified workers. Some employees are licensed to operate vessels; others require specialized training. The cost of living in the San Francisco Bay Area, Marin County, and specifically the Town of Tiburon is very high, making it difficult to attract qualified workers. One of the lingering effects of COVID-19 is the difficulty in finding people who are willing to go back to

work. The Company may need to introduce signing bonuses or pay substantially higher wages in order to motivate potential candidates. Benefits, reduced during the COVID-19 pandemic due to the lock-down, will need to be restored in order to retain employees. Starting salaries at competitors Blue & Gold, and Golden Gate transit well exceed Applicant's current compensation packages, making it necessary to project increased employee expense. Additionally, Applicant anticipates increased business as tourism bounces back from pandemic lows, increasing the labor needs and wage expenses that would be allocated to the ferry service. All of these factors result in the increases to such expenses forecasted for 2023 and beyond.

Fuel cost is also volatile, and will likely rise over the next few years due to inflation. As noted in **Appendix 4**, operation of vessel costs increased by \$91,111 in 2022 alone (\$286,527 - \$195,416). In 2023, the same cost is projected to be \$339,000, representing an increase of \$52,473 over 2022. The increase is due to a combination of cost increases for wages, fuel, repairs, and supplies. Safety expenses are not generally significant, but can increase from time to time based on new regulatory requirements.

OPERATION OF VESSELS

Description	2022	2021	2020	2019	2018
Boat captain wages	\$80,257	\$71,976	\$90,760	\$112,763	\$115,730
Boat crew wages	\$126,660	\$70,153	\$52,185	\$113,684	\$90,605
Drug testing	\$904	\$784	\$738	\$544	\$899
Fuel	\$46,983	\$16,167	\$15,841	\$36,379	\$28,137
Licenses-individuals	\$66	\$0	\$312	\$0	\$72
PPE	\$414	\$1,373	\$2,608	\$0	\$0
Safety equipment	\$4,073	\$3,652	\$4,948	\$1,871	\$3,468
Supplies-boat	\$22,270	\$23,771	\$12,166	\$18,897	\$42,828
Supplies-dock	\$1,680	\$694	\$4,339	\$1,463	\$674
Supplies-shop	\$2,723	\$6,395	\$2,399	\$2,220	\$513
Repairs and Maintenance	\$497	\$451	\$472	\$0	\$0
Total Operation of Vessels	\$286,527	\$195,416	\$186,768	\$287,821	\$282,926

The salary issue also applies to General Officers Salary and General Office Employee Salaries as follows. Officer wages were reduced long ago due to the continuing losses of the business. Officer wages should be well over \$100,000, given that Applicant's President also pilots the vessels. The increase projected for 2023 is small but still inadequate, and will be increased when paid passenger travel increases to more normal levels.

SALARIES AND WAGES

Description	2022	2021	2020	2019	2018
<u>General Officers</u>					
Boat Captain/Officer Wages	\$9,231	\$10,442	\$11,289	\$9,224	\$9,992
Officer Salaries - Admin	\$9,230	\$10,441	\$11,290	\$9,223	\$9,992
Total General Officers	\$18,461	\$20,883	\$22,579	\$18,447	\$19,984
<u>Other Salaries and Wages</u>					
Office Employees	\$114,118	\$78,991	\$95,845	\$79,587	\$90,711
Boat Captain Wages	\$80,257	\$71,976	\$90,760	\$112,763	\$115,730
Boat Crew Wages	\$126,660	\$70,153	\$52,185	\$113,684	\$90,605
Total Other Salaries & Wages	\$321,035	\$221,120	\$238,790	\$306,034	\$297,046
Total Salaries & Wages	\$339,496	\$242,003	\$261,369	\$324,481	\$317,030

Wages were up in 2018 and 2019 as compared to 2017, reflecting management's attempt to retain trained employees by offering more competitive hourly rates. In 2020, the amount of wages paid was reduced due to COVID-19 and the lock-down. Wages projected for 2022 have been increased for crew members and boat captains, but the totals are a bit less than for 2019, as paid passenger travel is down, and fewer trips to and from the Island are anticipated. With respect to general office employee salaries in 2022, Applicant was able to pay-out bonuses to those employees to assist with employee retention, consistent with its practice pre-COVID.

Thus, the forecasted amounts utilized for the 2023 salaries and wages projection reflect needs to stay competitive with recruiting and retaining employees to continue safe and reliable operations. The forecasted amounts reflect Applicant's anticipated expenses for salaries and wages 2023 and beyond in a forward-looking fashion rather than the significantly impacted salaries and wages caused by the COVID-19 pandemic.

In short, fewer hours and days worked will be worked until the Ferry Schedule regains the 2019 operational levels. This should be recognized as a temporary scenario, as Applicant expects paid passenger travel will be in the mid- to high 60,000 range for 2023. Applicant hopes to see paid passenger travel rise above the level of 75,000 after 2023. **Appendix 5**, shows the history of paid passenger travel from 1997 through 2022.

C. Casualties & Insurance

Costs of casualty and liability insurance for Applicant's ferry service have remained fairly constant during the last 5 years. However, employee health insurance – critical for the retention of employees – was slashed in 2020 due to COVID-19 and the lock-down. For 2023, the health insurance premiums paid by Applicant are projected to increase significantly as compared to pre-pandemic levels in 2019.

Additionally, the forecasted amount for 2023 for casualties and insurance is expected to increase due to vessel insurance costs as well. During COVID-19, two of Applicant's vessels were on dockside insurance (i.e., not running) as the Company was trying to cut costs to save cash in an emergency situation. However, those vessel insurance rates have gone up every year and the overall expenses to Applicant are expected to increase as the Company returns to full operations coming out of the pandemic.

CASUALTIES & INSURANCE

Description	2022	2021	2020	2019	2018
Insurance-Liability & Property	\$47,393	\$40,759	\$47,750	\$49,452	\$49,966
Employee Health Insurance	\$15,769	\$19,777	\$24,504	\$29,844	\$39,276
Worker's Comp. Insurance	\$391	\$1,441	\$251	\$917	\$388
Total Casualties & Insurance	\$63,553	\$61,977	\$72,505	\$80,213	\$89,630

D. Fuel Costs

Fuel costs will continue to be relatively high and volatile due to inflation and other factors beyond the Applicant's control. Eventual conversion to all-electric motors may result in a net savings in fuel costs, helping to mitigate the cost of such conversion.

E. General Office Expenses

In addition to the line-items discussed above, Applicant expects that the general upward trend of the costs of living in the American economy will result in increased costs for many of the other line-items in its operating budget. Also, Applicant anticipates that there may be additional requirements imposed by the government for further anti-terrorism equipment and training for its crews, which will entail additional expense. As shown in the table below, many of the costs that were suspended during the COVID-19 pandemic to save cash in an emergency measure have since returned in 2022 – Applicant has expected these costs to continue or increase in 2023 and beyond.

GENERAL OFFICE EXPENSES

Description	2022	2021	2020	2019	2018
Selling & marketing expense	\$2,360	\$3,550	\$7,492	\$19,127	\$30,233
Uniforms and maintenance	\$3,496			\$4,010	\$101
Advertising	\$1,224	\$123	\$2,456	\$8,391	\$612
Auto expense	\$537	\$463	\$2,527	\$5,076	\$5,711
Bank charges	\$72	\$2	\$1,751	\$191	\$3
Cash (over) short				\$74	
Credit card process fees	\$22,978	\$23,284	\$9,286	\$1,969	\$2,444
Dues and memberships	\$6,115	\$5,039	\$1,268	\$3,723	\$4,392
Education and seminars	\$807	\$667	\$488	\$282	\$532
Internet expense	\$2,273	\$2,545	\$1,913	\$1,490	\$1,597
Late fees	\$460	\$59	\$57	\$132	\$269
Meals and Entertainment	\$1,410	\$560	\$1,819	\$1,557	\$1,686
Meetings expense				\$367	\$665
Miscellaneous	\$159	\$81	\$1,008	\$318	\$1,272
Office supplies	\$5,806	\$3,343	\$4,542	\$6,756	\$7,172
Outside service	\$4,350	\$4,481	\$4,391	\$4,190	\$4,387
Postage	\$116	\$271	\$150	\$598	\$614
Professional fees					
Audit, Parks Bid, Dock				\$20,855	\$59,039
Other	\$14,817	\$9,044	\$5,962	\$33,086	\$48,002
Promotion				\$580	\$528
Rent-storage	\$17,723		\$1,760	\$5,952	\$25,122
Rent-office	\$17,722			\$1,476	\$17,586
Telephone	\$1,566	\$1,733	\$2,049	\$2,131	\$1,976
Telephone long distance			\$94	\$768	\$821
Telephone Wireless	\$1,617	\$2,651	\$2,344	\$2,208	\$3,144
Travel-fares and lodging	\$2,955	\$16		\$136	\$1,992
Utilities	\$7,364	\$5,806	\$7,239	\$6,306	\$7,291
Total General Office Expense	\$115,927	\$63,718	\$58,596	\$131,749	\$227,191

Credit card processing fees are significantly up as a result of implementing a new ticketing/reservation system due to COVID-19. Rent expenses are likely to climb as rent is currently well below market for Applicant's facilities (which include Applicant's office space and machine shop). Rent for such facilities was temporarily suspended from 2019 through 2021, but have since resumed in 2022 and are expected to increase for 2023. Legal and professional

fees will likely increase in the near future as Applicant expects the contract with the California Department of Parks and Recreation (“CDPR”) for permission to serve Angel Island State Park to go out to bid. Properly maintaining this contract with CDPR to operate is a critical element of Applicant’s ability to operate this route to Angel Island.

A critical factor for projecting revenues for the ferry service is the number of passengers that contribute to fare box revenues. The number of passengers has been declining each year since the last authorized fare increase in 2014 with one small exception in 2018. Passenger travel patterns during the winter months are extremely weather dependent. The weather for January through May was exceptionally dry and warm in 2021 and would have led to a spike in winter travel under ordinary circumstances. However, the spike did not occur due to COVID-19. Applicant expects that 2023 passenger travel will continue to be constrained by COVID-19. A chart showing Applicant’s passenger counts by month from 1997 through 2022 is attached as **Appendix 5**.

Passenger volumes below 70,000 are too low for Applicant to remain in business for the long-term under current contractual obligations. At 75,000, the volume is still below break-even, but might allow Applicant to remain in operations as long as profit and return on investment are ignored. Applicant believes that passenger volumes of 80,000 or more allow for a reasonable profit and return on investment. However, that threshold assumes no adjustments to its current contract with CDPR, and no further increases in costs without corresponding increases in fares. For 2023, Applicant has assumed that the total number of passengers will be approximately 65,000 due to the lingering impact of COVID-19.

This ferry service’s accounting for revenues is complicated by the inclusion of the Angel Island State Park Fee for park visitors, which is collected from passengers by Applicant pursuant

to its contract with CDPR and paid to CDPR. Applicant's contract with CDPR also requires payment to the State of California of commissions of 9% of the carrier's first \$21,000 of monthly gross revenue and 11% of monthly gross revenue above \$21,000 for the privilege of providing transportation service to Angel Island.

Applicant's ferry service is the last family-owned and operated ferry service in the San Francisco Bay Area. Applicant's ferry service does not receive any public subsidy funding. Also, Applicant does not have any regular commuters to count on as steady customers. Pursuant to the CDPR concession contract, CDPR staff employed by Angel Island State Park, and their family members and program volunteers, are transported by Applicant to and from Angel Island on its scheduled trips without charge. Based on current fares, the required free transport over a recent 15-month period represents a foregone \$40,000.

If the requested fare increases are not granted, Applicant will be operating at an even more negative rate-of-return, which would put the service in serious jeopardy. The negative cash flow of the service was offset in some years by personal loans from the service's founder, Milton McDonogh. As noted above and as shown in the ferry service's Financial Statement attached hereto as **Appendix 3**, the outstanding loans payable to Applicant's current owner, Margaret McDonogh are considerable. This form of private subsidy funding cannot feasibly continue into the future.

The requested base fare increases are comparable to the increments of fare increases that the Commission approved for Applicant in 2007 and again 2014. In 2007, the Commission approved fare increases of \$3.00, which were a 50% increase in the Adult Fare from \$6.00 to \$9.00, and a 60.0% increase in the Child's Fare from \$5.00 to \$8.00. In 2014, the Commission approved fare increases of \$3.00 which were a 33% increase in the Adult Fare from \$9.00 to

\$12.00, and a 37% increase in the Child's Fare from \$8.00 to \$11.00. The present proposal for increases in base fares amount to just a 25% increase (from \$12.00 to \$15.00) in the Adult Fare and lesser percentage increases in all other fares.

This Application makes no request to change the age ranges for the fare categories as had been done in 2007. Applicant considers the fare categories appropriate based on the age ranges of the typical groups of passengers that use the ferry service.

F. Request for a ZORF

Public Utilities Code section 454.2 provides that "the commission may establish a 'zone of rate freedom' for any passenger stage transportation service which is operating in competition with other passenger transportation service from any means of transportation, if the competition together with the authorized zone of rate freedom will result in reasonable rates and charges for the passenger stage service. An adjustment in rates or charges within a zone of rate freedom established by the commission is hereby deemed just and reasonable." Here, Applicant offers ferry service to Angel Island to the public in competition with the Golden Gate Bridge Highway and Transportation District ("GGBHTD"), which is a governmental agency that provides ferry service to Angel Island from San Francisco, CA that is able to subsidize its fares through other revenues. Because GGBHTD provide the public with other options to get to Angel Island via ferry service, the Applicant "is operating in competition with other passenger transportation service from any means of transportation" as required under Public Utilities Code section 454.2. The authorization of a zone of rate freedom will allow Applicant to operate competitively with GGBHTD and provide reasonable rates and charges for such ferry service. The ZORF request also addresses the Company's concern regarding future inflation given the uncertain economic conditions of the pandemic era. Lastly, it also provides the Company an opportunity to generate additional revenues necessary to cover anticipated costs associated with converting the

Company's vessels to electric power. Applicant's request for a ZORF of 20% below and above the authorized fares and rates is reasonable, as the Commission recently authorized a ZORF of 20% above authorized fares when granting Applicant and other Vessel Common Carriers a temporary fuel surcharge for one year in Resolution TL-19139 adopted in June 2022.⁹ The Commission has also granted ZORFs of 20% as reasonable for other Vessel Common Carriers in the San Francisco Bay Area as recently as 2016.¹⁰ Therefore, the Commission should grant Applicant's request for a ZORF 20% above and below its new proposed base fares.

VI. CEQA COMPLIANCE

It can be seen with certainty that there is no possibility that the proposed passenger rate increases will have a significant adverse effect on the environment. The existing vessel routes and the operations of Applicant's existing ferry passenger service will not be changed in any way, so no changes to the physical environment will result from the increased fares.

Applicant will provide notice of this Application in accordance with the requirements of Rule 3.2(b). Short notice authority under Section 491 of the Public Utilities Code is requested so that the proposed rates may be published as soon as possible upon authorization. Applicant's

⁹ Resolution TL-19139 (June 24, 2022), p. 10, Ordering Paragraph 5 ("In line with prior Commission actions, VCCs should be allowed for one (1) year to file tariffs with fare and rate adjustments within a "zone of reasonableness" whose upper limit is 20% above currently authorized fares and rates. For VCCs that have a ZORF, the "zone of reasonableness" shall have an upper limit of 20% of the current tariffed fares and rates that are on file with the Commission."); *see also* p. 9 ("There is, however, competition among the carriers serving Santa Catalina Island and most of the San Francisco Bay where vessel services compete with other modes of transportation. Giving all VCCs temporary authority for one (1) year to raise rates up to 20% should not result in unreasonably high rates.").

¹⁰ D.16-12-050, p. 3 (Holding for Blue & Gold Fleet, L.P. that "Applicant also seeks Zone of Rate Freedom (ZORF) pricing flexibility of twenty percent (20%) above and below the authorized base fares. Applicant cites other vessel common carriers that have been authorized similar pricing flexibility, and believes the San Francisco Bay market has significant competition. We find that Applicant's request is justified. The application will be granted effective immediately.").

request for expedited processing of this Application, pursuant to Rule 2.9, is fully explained in **Attachment A** hereto.

Respectfully submitted,

Dated: February 17, 2023

Martin A. Mattes
Willis Hon
Nossaman LLP
50 California Street 34th Floor
San Francisco, CA 94111
(415) 398-3600
whon@nossaman.com

*Attorneys for Applicant Angel Island-Tiburon
Ferry, Inc.*

Respectfully submitted,

ANGEL ISLAND-TIBURON FERRY, INC.

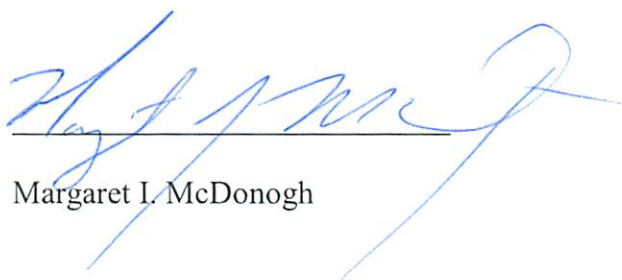
By: /s/ Margaret I. McDonogh
Margaret I. McDonogh
Owner/President

21 Main Street
Tiburon, CA 94920
(415) 435-2131
maggie@angelislandferry.com

VERIFICATION

I, Margaret I. McDonogh, am the sole owner and President of Angel Island-Tiburon Ferry, Inc. and I am authorized to make this verification on its behalf. The statements in the foregoing document are true of my own knowledge, except as to matters which are therein stated on information or belief, and as to those matters, I believe them to be true.

I declare under penalty of perjury that the foregoing is true and correct. Executed on February 17, 2023 at Tiburon, California.



Margaret I. McDonogh

ATTACHMENT A
REQUEST FOR EXPEDITED SCHEDULE

In accordance with Rule 2.9 of the Commission's Rules of Practice and Procedure, Applicant Angel Island-Tiburon Ferry, Inc. respectfully requests that the Commissioner assigned to supervise processing of the foregoing Application for increased passenger fares and a Zone of Rate Freedom for Applicant's scheduled passenger ferry service between the Town of Tiburon and Angel Island grant this request for an expedited schedule in order to resolve Applicant's need for increased rates expeditiously and thereby avoid the harm to Applicant's passengers that would result from the potential inability of Applicant to continue conducting its aforementioned ferry service.

The dire financial circumstances facing Applicant are explained fully in the foregoing Application. Because Applicant's operations are most active in the period from April through October, and especially during the summer months, it is very important that Applicant be able to implement the requested fare increases with the least possible delay. Moreover, an expedited schedule is critical to potentially allow Applicant to implement the proposed increased passenger fares upon the expiration of the current temporary Fuel Cost Surcharges authorized by the Commission in Resolution TL-19139, which is set to expire June 23, 2023. Obtaining a final decision before the expiration of the temporary Fuel Cost Surcharges would allow Applicant to transition to the newly adopted fares more seamlessly with fewer disruptions (i.e., Applicant would not have to decrease fares upon the lapse of the temporary Fuel Cost Surcharges only to increase fares shortly thereafter once the proposed fares are granted). This would help avoid unnecessary administrative costs and confusion to the public caused by multiple general fare changes in a short amount of time.

Applicant foresees no adverse on any other common carrier passenger ferry services and anticipates no protests being filed with respect to the present Application. Accordingly, it is reasonable to set an expedited schedule for this Application and to resolve the issues presented without unnecessary delay to avoid ratepayer harm.

Appendix 1

2021 Annual Report

VESSEL
COMMON
CARRIERS

VCC 82

2021
ANNUAL REPORT
OF

ANGEL ISLAND TIBURON FERRY INC

(NAME UNDER WHICH CORPORATION, PARTNERSHIP, LLC OR INDIVIDUAL IS DOING BUSINESS)

PO BOX 1231

TIBURON CA 94920

(OFFICIAL MAILING ADDRESS)

TO THE
PUBLIC UTILITIES COMMISSION
OF THE
STATE OF CALIFORNIA
FOR THE
YEAR ENDING DECEMBER 31, 2021

Final

VESSEL COMMON CARRIERS

Received	2021 ANNUAL REPORT OF		
Statistics	Angel Island Tiburon Ferry Inc.		
Revenue	(Name under which Corp., Partnership or Individual is Doing Business)		
Examined	PO Box 1231 Tiburon, CA	Zip	94920
(Official Mailing Address)			
TO THE PUBLIC UTILITIES COMMISSION - STATE OF CALIFORNIA FOR THE YEAR ENDING DECEMBER 31, 2021 <u>GENERAL INFORMATION</u>			
1 OWNERSHIP - Check and fill in appropriate line:			
Individual			
	(Name)		
Partnership			
	(Name)		
	(Name)		
	(Name)		
Corporation			
	Angel Island Tiburon Ferry Inc,		
	(Name)		
	Incorporated in state of	California	date 9/1/1998
Principal Officers			
	Margaret McDonogh	President/Treasurer/CEO	
	(Name)	(Title)	
	(Name)	(Title)	
	(Name)	(Title)	
2 Name of person to whom correspondence should be addresses:			
	Margaret McDonogh	415-435-2131 415-797-2084	
3 Name of companies under common control with carrier:			
	N/A		
4 Names of corporations, partnerships or individuals whose property and/or operating authority has been acquired during the year:			
	N/A		
5 Type of carrier (passenger, or property, or both):			
	passenger ferry		
6 Principal commodities transported (property carriers):			
	N/A		
7 Location of operations (ports plied between or general territory serviced):			
	Tiburon		
	Angel Island		

Final

2 of 5

SCHEDULE A -- CONDENSED COMPARATIVE BALANCE SHEET

Line No.	Balance Begin of Year	Assets	Balance End-of-Year
1	\$ 558,452.50	Cash	\$ 1,055,254.35
2	\$ 8,593.21	Other current assets	\$ 11,085.46
3	\$ 1,511,847.00	Transportation property (Schedule A-s)	\$ 1,518,960
4	\$ (1,287,776.00)	Less depreciation reserve (Schedule A-l)	\$ (1,316,324)
5	\$ 224,071.00	Net transportation property	\$ 202,636
6	\$ 197,346.00	Noncarrier physical property	\$ 198,553
7	\$ (140,765.00)	Less depreciation reserve (Schedule A-l)	\$ (146,940)
8	\$ 56,581.88	Net noncarrier physical property	\$ 51,613.40
9		All other assets and debits	
10	\$ 847,698.59	Total Assets	\$ 1,320,589.21
11			
12		LIABILITIES AND CAPITAL	
13	\$ 1,517.25	Accounts payable	\$ 11,049.68
14		Accrued taxes	
15	\$ 695,503.04	Long-term debt	\$ 453,025.30
16	\$ 46,306.79	All other liabilities and credits	\$ 144,306.51
17	\$ 29,657.00	Capital stock	\$ 29,657.00
18		Proprietorship capital	
19	\$ 74,714.51	Surplus	\$ 682,550.72
20	\$ 847,698.59	Total Liabilities and Capital	\$ 1,320,589.21

SCHEDULE B -- INCOME STATEMENT

Line No.	Acct. No.	Account	Amount
21		I -- WATER-LINE OPERATING INCOME	
22	300	Water-line operating revenues (Schedule B-1)	\$ 731,349.50
23	400	Water-line operating expenses (Schedule B-2)	\$ 558,882.88
24		Net revenue from water-line operations	\$ 172,466.62
25		II--OTHER INCOME	
26	502	Income from noncarrier operations	\$ 342,673.31
27	503	Dividend income	
28	504	Interest income	\$ 260.86
29	505	Income from sinking and other special funds	
30	506	Release of premium on long-term debt	
31	507	Miscellaneous Income	\$ 398,220.93
32	508	Profits from sale or disposition of property	
33		Total other income	\$ 741,155.10
34		Total income	\$ 913,621.72
35		III--MISCELLANEOUS DEDUCTIONS FROM INCOME	
36	523	Expenses of noncarrier operations	\$ 283,756.10
37	524	Uncollectible accounts	
38	525	Losses from sale or disposition of property	
39	526	Maintenance of investment organization	
40	527	Miscellaneous income charges	
41		Total income deductions	
42		Ordinary income before fixed charges	
43		IV--FIXED XHARGES	
44	528	Interest on funded debt	\$ 20,565.27
45	529	Interest on unfunded debt	
46	530	Amortization of discount on long-term debt	
47		Total fixed charges	
48		Ordinary income before provision for income taxes	
49		V--PROVISION FOR INCOME TAXES	
50	532	Income taxes on ordinary income	\$ 800.00
51		Ordinary income	
52	570-90	Extraordinary and prior period items, net	
53		Net income	\$ 608,500.35

Final

30/5

SCHEDULE A-1 -- TRANSPORTATION PROPERTY AND DEPRECIATION RESERVE

Line No.	Acct. No.		Trans. Prop. Balance End-of-Year	Reserve Balance End-of-Year	Depr. Rate %
1	141	Line equipment	1,518,960	1,316,324	
2	142	Harbor equipment	49,722	46,623	
3	143	Miscellaneous floating equipment	67,316	25,769	
4	144	Buildings and other structures	68,036	74,497	
5	145	Office and other terminal equipment	13,479	52	
6	146	Motor and other highway equipment			
7	147	Land			
8	148	Public improvements			
9	149	Construction work in progress			
10		Total	1,717,513	1,463,265	

SCHEDULE B-1 -- ACCOUNT 300 - WATER-LINE OPERATING REVENUES

Line No.	Acct. No.	Account	Amount
11		I -- OPERATING REVENUES--LINE SERVICE	
12	301	Freight revenue	
13	302	Passenger revenue	
14	303	Other line service revenues	
15	313	Revenue from towing for regulated carriers	
16		Total operating revenue--line service	
17		II--OTHER OPERATING REVENUE	
18	320	Special services	
19	321	Ferry service	\$ 731,349.50
20		Total other operating revenue	\$ 731,349.50
21		III--REVENUE FROM TERMINAL OPERATIONS	
22	331	Terminal operations	
23		IV--RENT REVENUE	
24	341	Charter and other rents	
25		V--MOTOR-CARRIER OPERATIONS	
26	351	Motor carrier revenue	
27		Total water-line operating revenues	\$ 731,349.50

SCHEDULE B-2 -- ACCOUNT 400 - WATER-LINE OPERATING EXPENSES

Line No.	Acct. No.	Account	Amount
28	401	Maintenance of vessels and other property	\$ 58,837.44
29	411	Depreciation and amortization	\$ 49,286.98
30	421	Operation of vessels	\$ 195,415.96
31	433	Lay-up expenses	
32	441	Terminal expenses	
33	456	Traffic expenses	
34	461	General expenses	
35		General officers salaries	\$ 20,883.28
36		General office employees salaries	\$ 78,990.49
37		General office expenses	\$ 63,717.63
38		Total general expenses	\$ 163,591.40
39	471	Casualties and insurance	\$ 61,976.56
40	481	Charter and other rents	
41	485	Payroll and other water-line tax accruals	\$ 29,774.54
42	491	Motor carrier expenses	
43		Total water-line operating expenses	\$ 558,882.88

Final

4 of 5

SCHEDULE C-1 -- FLOATING EQUIPMENT

Line No.	Name of Designation of Vessel	Owned (O) Lease (L)	Year Built	Year Purch.	Rated hp	Type of vessel	Licensed Capacity		
							Pass.	Veh.	Frt.*
1	(a) In operation								
2	Tamalpais	O	1976	1999		charter	120		
3	Angel Island	O	1975	1975		ferry	400		
4	Bonita	O	1961	1994		ferry	98		
5									
6									
7									
8									
9	(b) Not in operation								
10									
11									
12									
13									
14									
15									
16									
17									
18	(c) Retired during the year								
19									
20									
21									
22									
23									
24									
25									
26	* State whether tons (2,000 lbs.) or other units of measure:								

SCHEDULE C-2--TRAFFIC AND REVENUE

Line No.	Class of Traffic	Volume of Traffic	Revenues
27	Passenger	No.	
28	Vehicles	No.	
29	Freight	Tons (2,000 lbs.)	
30	Ferry service	60,213	\$ 731,349.50
31			
32			

DECLARATION

(Before signing please check to see that all schedules have been completed.)

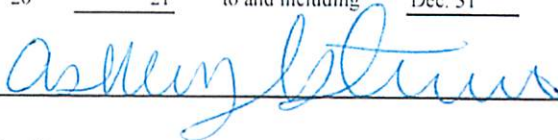
I, the undersigned (officer, partner or owner) of Angel Island Tiburon Ferry Inc.

(Name of Utility)

under penalty of perjury do declare that this report has been prepared by me, or under my direction, from the books, papers and records of the respondent; that I have carefully examined the same, and declare the same to be a complete and correct statement of the business and affairs of the above names respondent and the operations of its property for the period

From and including Jan. 1 20 21 to and including Dec. 31 20 21

Signed



Title

Office Manager

Date

July 15, 2022

Final

5 of 5

Appendix 2

Draft 2022 Annual Report

VESSEL
COMMON
CARRIERS

VCC 82

DRAFT

2022
ANNUAL REPORT
OF
ANGEL ISLAND TIBURON FERRY INC

(NAME UNDER WHICH CORPORATION, PARTNERSHIP, LLC OR INDIVIDUAL IS DOING BUSINESS)

PO BOX 1231

TIBURON CA 94920

(OFFICIAL MAILING ADDRESS)

TO THE
PUBLIC UTILITIES COMMISSION
OF THE
STATE OF CALIFORNIA
FOR THE
YEAR ENDING DECEMBER 31, 2022

DRAFT

VESSEL COMMON CARRIERS

Received	2022 ANNUAL REPORT OF		
Statistics	Angel Island Tiburon Ferry Inc.		
Revenue	(Name under which Corp., Partnership or Individual is Doing Business)		
Examined	PO Box 1231 Tiburon, CA	Zip	94920
(Official Mailing Address)			
<p align="center">TO THE PUBLIC UTILITIES COMMISSION - STATE OF CALIFORNIA FOR THE YEAR ENDING DECEMBER 31, 2022 <u>GENERAL INFORMATION</u></p>			
1 OWNERSHIP - Check and fill in appropriate line:			
Individual	_____ (Name)		
Partnership	_____ (Name)		
	_____ (Name)		
	_____ (Name)		
Corporation	Angel Island Tiburon Ferry Inc, (Name)		
	Incorporated in state of	California	date 9/1/1998
Principal Officers			
	Margaret McDonogh	President/Treasurer/CEO	
	(Name)	(Title)	
	(Name)	(Title)	
	(Name)	(Title)	
2 Name of person to whom correspondence should be addresses:			
	Margaret McDonogh	415-435-2131 415-797-2084	
3 Name of companies under common control with carrier:			
	N/A		
4 Names of corporations, partnerships or individuals whose property and/or operating authority has been acquired during the year:			
	N/A		
5 Type of carrier (passenger, or property, or both):			
	passenger ferry		
6 Principal commodities transported (property carriers):			
	N/A		
7 Location of operations (ports plied between or general territory serviced):			
	Tiburon		
	Angel Island		

pg. 2 of 5

SCHEDULE A -- CONDENSED COMPARATIVE BALANCE SHEET

Line No.	Balance of Year	Begin of Year	Assets	Balance End-of-Year
1	\$ 1,055,254.35		Cash	\$ 886,736.64
2	\$ 11,085.46		Other current assets	\$ (3,888.14)
3	\$ 1,518,960.00		Transportation property (Schedule A-s)	\$ 1,524,460
4	\$ (1,316,324.00)		Less depreciation reserve (Schedule A-1)	\$ (1,363,253)
5	\$ 202,636.00		Net transportation property	\$ 161,207
6	\$ 198,553.00		Noncarrier physical property	\$ 205,284
7	\$ (146,940.00)		Less depreciation reserve (Schedule A-1)	\$ (151,682)
8	\$ 51,613.40		Net noncarrier physical property	\$ 53,602.40
9			All other assets and debits	
10	\$ 1,320,589.21		Total Assets	\$ 1,097,657.90
11				
12			LIABILITIES AND CAPITAL	
13	\$ 11,049.68		Accounts payable	\$ 15,372.90
14			Accrued taxes	
15	\$ 453,025.30		Long-term debt	\$ 449,305.51
16	\$ 144,306.51		All other liabilities and credits	\$ 103,351.69
17	\$ 29,657.00		Capital stock	\$ 29,657.00
18			Proprietorship capital	
19	\$ 682,550.72		Surplus	\$ 499,970.80
20	\$ 1,320,589.21		Total Liabilities and Capital	\$ 1,097,657.90

SCHEDULE B -- INCOME STATEMENT

DRAFT

Line No.	Acct. No.	Account	Amount
21		I -- WATER-LINE OPERATING INCOME	
22	300	Water-line operating revenues (Schedule B-1)	\$ 854,187.20
23	400	Water-line operating expenses (Schedule B-2)	\$ 886,060.97
24		Net revenue from water-line operations	\$ (31,873.77)
25		II--OTHER INCOME	
26	502	Income from noncarrier operations	\$ 530,267.75
27	503	Dividend income	
28	504	Interest income	\$ 392.09
29	505	Income from sinking and other special funds	
30	506	Release of premium on long-term debt	
31	507	Miscellaneous Income	\$ -
32	508	Profits from sale or disposition of property	
33		Total other income	\$ 530,659.84
34		Total income	\$ 498,786.07
35		III--MISCELLANEOUS DEDUCTIONS FROM INCOME	
36	523	Expenses of noncarrier operations	\$ 509,320.26
37	524	Uncollectible accounts	
38	525	Losses from sale or disposition of property	
39	526	Maintenance of investment organization	
40	527	Miscellaneous income charges	
41		Total income deductions	
42		Ordinary income before fixed charges	
43		IV--FIXED CHARGES	
44	528	Interest on funded debt	\$ 20,758.73
45	529	Interest on unfunded debt	
46	530	Amortization of discount on long-term debt	
47		Total fixed charges	
48		Ordinary income before provision for income taxes	
49		V--PROVISION FOR INCOME TAXES	
50	532	Income taxes on ordinary income	\$ 1,287.00
51		Ordinary income	
52	570-90	Extraordinary and prior period items, net	
53		Net income	\$ (32,579.92)

Pg 3 of 5

DRAFT

SCHEDULE A-1 -- TRANSPORTATION PROPERTY AND DEPRECIATION RESERVE

Line No.	Acct. No.		Trans. Prop. Balance End-of-Year	Reserve Balance End-of-Year	Depr. Rate %
1	141	Line equipment	1,524,460	1,363,253	
2	142	Harbor equipment	49,722	48,248	
3	143	Miscellaneous floating equipment	67,316	27,461	
4	144	Buildings and other structures	74,767	75,922	
5	145	Office and other terminal equipment	13,479	52	
6	146	Motor and other highway equipment			
7	147	Land			
8	148	Public improvements			
9	149	Construction work in progress			
10		Total	1,729,744	1,514,936	

SCHEDULE B-1 -- ACCOUNT 300 - WATER-LINE OPERATING REVENUES

Line No.	Acct. No.	Account	Amount
11		I -- OPERATING REVENUES--LINE SERVICE	
12	301	Freight revenue	
13	302	Passenger revenue	
14	303	Other line service revenues	
15	313	Revenue from towing for regulated carriers	
16		Total operating revenue--line service	
17		II--OTHER OPERATING REVENUE	
18	320	Special services	
19	321	Ferry service	\$ 854,187.20
20		Total other operating revenue	\$ 854,187.20
21		III--REVENUE FROM TERMINAL OPERATIONS	
22	331	Terminal operations	
23		IV--RENT REVENUE	
24	341	Charter and other rents	
25		V--MOTOR-CARRIER OPERATIONS	
26	351	Motor carrier revenue	
27		Total water-line operating revenues	\$ 854,187.20

SCHEDULE B-2 -- ACCOUNT 400 - WATER-LINE OPERATING EXPENSES

Line No.	Acct. No.	Account	Amount
28	401	Maintenance of vessels and other property	\$ 209,983.25
29	411	Depreciation and amortization	\$ 38,155.93
30	421	Operation of vessels	\$ 286,527.28
31	433	Lay-up expenses	
32	441	Terminal expenses	
33	456	Traffic expenses	
34	461	General expenses	
35		General officers salaries	\$ 18,461.03
36		General office employees salaries	\$ 114,117.93
37		General office expenses	\$ 115,927.86
38		Total general expenses	\$ 248,506.82
39	471	Casualties and insurance	\$ 63,553.08
40	481	Charter and other rents	
41	485	Payroll and other water-line tax accruals	\$ 39,334.61
42	491	Motor carrier expenses	
43		Total water-line operating expenses	\$ 886,060.97

P9 4045

DRAFT

SCHEDULE C-1 -- FLOATING EQUIPMENT

Line No.	Name of Designation of Vessel	Owned (O) Lease (L)	Year Built	Year Purch.	Rated hp	Type of vessel	Licensed Capacity		
							Pass.	Veh.	Frts. ^o
1	(a) In operation								
2	Tamalpais	O	1976	1999		charter	120		
3	Angel Island	O	1975	1975		ferry	400		
4	Bonita	O	1961	1994		ferry	98		
5									
6									
7									
8									
9	(b) Not in operation								
10									
11									
12									
13									
14									
15									
16									
17									
18	(c) Retired during the year								
19									
20									
21									
22									
23									
24									
25									
26	° State whether tons (2,000 lbs.) or other units of measure:								

SCHEDULE C-2--TRAFFICE AND REVENUE

Line No.	Class of Traffic	Volume of Traffic	Revenues
27	Passenger	No.	
28	Vehicles	No.	
29	Freight	Tons (2,000 lbs.)	
30	Ferry service	66,401	\$ 854,187.20
31			
32			

DECLARATION

(Before signing please check to see that all schedules have been completed.)

I, the undersigned (officer, partner or owner) of

Angel Island Tiburon Ferry Inc.

(Name of Utility)

under penalty of perjury do declare that this report has been prepared by me, or under my direction, from the books, papers and records of the respondent; that I have carefully examined the same, and declare the same to be a complete and correct statement of the business and affairs of the above names respondent and the operations of its property for the period

From and including Jan. 1 20 21 to and including Dec. 31 20 21

Signed

Title

Office Manager

Date

July 15, 2022

p9.50f5

Appendix 3

Financial Statements

**[Page 5 of Appendix 3 Contains Confidential
Information Filed Under Seal]**

Angel Island-Tiburon Ferry, Inc.
Statement of Assets, Liabilities and Shareholder's Equity
As of December 31,
For The Years 2022, 2021, 2020, 2019, and 2018

	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020	Dec. 31, 2019	Dec. 31, 2018
<u>ASSETS</u>					
Current Assets					
Total Current Assets	882,849	1,066,339	567,046	291,171	253,089
Property Plant & Equipment					
Line equipment	1,524,460	1,518,960	1,511,847	1,510,833	1,488,076
Harbor equipment	49,722	49,722	49,722	49,722	49,722
Miscellaneous floating equipment	67,316	67,316	67,316	67,316	67,316
Buildings and other structures	74,767	68,036	66,829	66,830	61,223
Office and other terminal equipment	13,479	13,479	13,479	13,479	13,479
Accumulated depreciation	-1,514,935	-1,463,264	-1,428,541	-1,364,702	-1,301,680
Total Fixed Assets	214,809	254,249	280,652	343,478	378,136
 TOTAL ASSETS	 1,097,658	 1,320,588	 847,698	 634,649	 631,225
<u>LIABILITIES & SHAREHOLDER'S EQUITY</u>					
<u>LIABILITIES</u>					
Current Liabilities					
Total Current Liabilities	118,725	155,356	47,824	27,434	8,635
Long Term Liabilities					
SBA EIDL Loan	329,711	331,900	331,900		
SBA PPP Loan	0	0	91,615		
CERTS Grant	0	0			
Bank of Marin Loan	0	0	120,209	126,893	166,878
Notes payable - Shareholder	119,594	121,125	151,779	101,267	57,848
Total Long Term Liabilities	449,305	453,025	695,503	228,160	224,726
 TOTAL LIABILITIES	 568,030	 608,381	 743,327	 255,594	 233,361
<u>SHAREHOLDER'S EQUITY</u>					
Shareholder's Equity					
Capital Stock	29,657	29,657	29,657	29,657	29,657
Retained Earnings - Beginning'	682,549	74,714	349,398	368,207	405,144
Other	-150,000	-664			
Current Year Net Income (Loss)	-32,578	608,499	-274,684	-18,809	-36,937
 TOTAL SHAREHOLDER'S EQUITY	 529,628	 712,206	 104,371	 379,055	 397,864
 TOTAL LIABILITIES & SHAREHOLDER'S EQUITY	 1,097,658	 1,320,587	 847,698	 634,649	 631,225

Angel Island-Tiburon Ferry, Inc.
Statement of Revenue and Expense
Twelve Month Period Ended December 31,
For The Years 2022, 2021, 2020, 2019, and 2018

	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020	Dec. 31, 2019	Dec. 31, 2018
Paid Passenger Activity					
Paid passenger revenue	\$ 854,187	\$ 731,349	\$ 332,207	\$ 780,447	\$ 866,295
Number of paid passengers	66,401	60,213	27,095	62,321	69,686
Average ticket price-blended	\$ 12.86	\$ 12.15	\$ 12.26	\$ 12.52	\$ 12.43
Water-Line Operating Revenue					
19,27 Ferry service operating revenue	854,187	731,349	332,207	780,447	866,295
Water-Line Operating Expense					
28 Maintenance of vessels & other property	209,983	58,837	44,815	74,044	52,887
29 Depreciaton and amortization	38,156	49,287	57,657	46,502	50,426
30 Operations of Vvssels lay-up expense	286,527	195,416	186,768	287,821	282,926
32 Terminal expense					
33 Traffic expense					
34 General expense					
35 General officers salary	18,461	20,883	22,579	18,447	19,984
36 General office employees salary	114,118	78,991	95,845	79,587	90,711
37 General office expense	115,927	63,718	58,596	131,749	227,191
38 Total General expense	248,506	163,592	177,020	229,783	337,886
39 Casualties and insurance	63,553	61,977	72,505	80,213	89,630
40 Charter and other rents					
41 Payroll and water-una tax accruals	39,334	29,775	38,436	119,848	132,255
42 Motor carrier expense					
43 Total Water-Line Operating Expense	886,059	558,884	577,201	838,211	946,010
Net Revenue from Water-Line Operatons					
	-31,872	172,465	-244,994	-57,764	-79,715
Other Income					
Income from Non Carrier Operations	530,268	342,673	119,660	486,272	439,354
Gain (Loss) on sale of property and Equipment					
PPP Loan Forgiveness		186,610			
Certs Grant		186,611			
Covid-19 Relief Grant		25,000			
Interest Income	392	234	216	335	103
Other	0	27			
Total Other Income	530,660	741,155	119,876	486,607	439,457
Miscellaneous Deductions from Income					
Expenses of non carrier operations	-509,320	-283,756	-139,457	-438,792	-382,154
Interest on funded debt	-20,759	-20,565	-9,309	-8,614	-12,623
Income taxes on ordinary income	-1,287	-800	-800	-246	-1,902
Other					
Total Miscellaneous Deductions from Income	-531,366	-305,121	-149,566	-447,652	-396,679
Net Income (Loss)					
	-32,578	608,499	-274,684	-18,809	-36,937

Angel Island-Tiburon Ferry, Inc.
Statement of Operating Expense Detail
Twelve Month Period Ended December 31,
For The Years 2022, 2021, 2020, 2019, and 2018

		Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020	Dec. 31, 2019	Dec. 31, 2018
Maintenance of vessels & other property						
28	7035 · Dry-docking	175,847	46,562	30,396	63,311	29,805
28	7055 · Maintenance-dock restrooms	0	0	0	2,596	2,596
28	7065 · Repairs and Maintenance-Boats	31,754	9,606	11,884	6,719	20,100
28	7070 · Repairs and Maintenance	2,382	2,669	2,535	1,418	386
28	Other					
28	Total Maint. of vessels & other property	209,983	58,837	44,815	74,044	52,887
Depreciation and amortization						
29	7015 · Depreciation-boats	34,158	44,037	50,941	41,618	44,319
29	7020 · Depreciation-machinery & equipment	2,692	3,290	4,597	3,153	4,055
29	8015 · Amortization	1,249	1,809	1,956	1,598	1,731
29	8060 · Depreciation-office equipment	57	151	163	133	321
29	Other					
29	Total Depreciation and amortization	38,156	49,287	57,657	46,502	50,426
Operations of vessels						
30	5000 · A.I. Non commission entry fees					
30	5000 · A.I. Non commission pick ups					
30	5015 · Boat captain wages	80,257	71,976	90,760	112,763	115,730
30	5020 · Boat crew wages	126,660	70,153	52,185	113,684	90,605
30	5035 · California park fees					
30	5050 · Charter event fees					
30	5065 · Cost of goods sold					
30	7030 · Drug testing	904	784	738	544	899
30	7040 · Fuel	46,983	16,167	15,841	36,379	28,137
30	7050 · Licenses - individuals	66		312		72
30	7057 · PPE	414	1,373	2,608		
30	7060 · Rent - equipment					
30	7075 · Safety equipment	4,073	3,652	4,948	1,871	3,468
30	7080 · Supplies-boat	22,270	23,771	12,166	18,897	42,828
30	7085 · Supplies-dock	1,680	694	4,339	1,463	674
30	7087 · Supplies-shop	2,723	6,395	2,399	2,220	513
30	5100 · Subcontract					
30	8182 · Vessel tax	497	451	472		
30	Other					
30	Total Operations of vessels	286,527	195,416	186,768	287,821	282,926
General officers salary						
35	5010 · Boat captain-officer wages	9,231	10,442	11,289	9,224	9,992
35	8120 · Officers salary-admin	9,230	10,441	11,290	9,223	9,992
35	Other					
35	Total General officers salary	18,461	20,883	22,579	18,447	19,984
General office employees salary						
36	8125 · Other salaries	114,118	78,991	95,845	79,587	90,711
36	Other					
36	Total General office employees salary	114,118	78,991	95,845	79,587	90,711

Angel Island-Tiburon Ferry, Inc.
Statement of Operating Expense Detail
Twelve Month Period Ended December 31,
For The Years 2022, 2021, 2020, 2019, and 2018

	Dec. 31, 2022	Dec. 31, 2021	Dec. 31, 2020	Dec. 31, 2019	Dec. 31, 2018
General office expense					
37 6000 · Selling & marketing expense	2,360	3,550	7,492	19,127	30,233
37 7025 · Dock rental/docking fees					
37 7095 · Utilities-boat direct tv					
37 7100 · Uniforms and maintenance	3,496			4,010	101
37 8010 · Advertising	1,224	123	2,456	8,391	612
37 8020 · Auto expense	537	463	2,527	5,076	5,711
37 8030 · Bank charges	72	2	1,751	191	3
37 8045 · Cash (over) short				74	
37 8050 · Contributions					
37 8055 · Credit card processing fees	22,978	23,284	9,286	1,969	2,444
37 8065 · Dues and memberships	6,115	5,039	1,268	3,723	4,392
37 8070 · Education and seminars	807	667	488	282	532
37 8075 · Fines and penalties					
37 8085 · Internet expense	2,273	2,545	1,913	1,490	1,597
37 8095 · Late fees	460	59	57	132	269
37 8100 · Meals and Entertainment	1,410	560	1,819	1,557	1,686
37 8105 · Meetings expense				367	665
37 8110 · Miscellaneous	159	81	1,008	318	1,272
37 8115 · Office supplies	5,806	3,343	4,542	6,756	7,172
37 8123 · Online ticketing					
37 8130 · Outside service	4,350	4,481	4,391	4,190	4,387
37 9600 · Penalties (non deductible)					
37 8145 · Postage	116	271	150	598	614
37 8150 · Professional fees					
37 Audit, parks bid, dock				20,855	59,039
37 Other	14,817	9,044	5,962	33,086	48,002
37 8155 · Promotion				580	528
37 8160 · Rent-storage	17,723		1,760	5,952	25,122
37 8165 · Rent-office	17,722			1,476	17,586
37 8185 · Telephone	1,566	1,733	2,049	2,131	1,976
37 8190 · Telephone long distance			94	768	821
37 8195 · Telephone Wireless	1,617	2,651	2,344	2,208	3,144
37 8200 · Travel-fares and lodging	2,955	16		136	1,992
37 8205 · Utilities	7,364	5,806	7,239	6,306	7,291
37 Other					
37 Total General office expense	115,927	63,718	58,596	131,749	227,191
Casualties and insurance					
39 7045 · Insurance	47,393	40,759	47,750	49,452	49,966
39 8076 · Health Insurance	15,769	19,777	24,504	29,844	39,276
39 8080 · Insurance-workers comp. insurance	391	1,441	251	917	388
39 Other					
29 Total Casualties and insurance	63,553	61,977	72,505	80,213	89,630
Payroll and water-line tax accruals					
41 5030 · California parks commissions	0	0	7,568	82,237	90,270
41 5085 · Possessory interest tax	3,481	3,420	3,381		4,905
41 5095 · Public utilities commission fee	3,924	2,460	1,146	2,864	2,942
41 7090 · Vessel inspection fees	77	817	887	905	782
41 8140 · Payroll taxes	28,674	20,305	21,394	27,845	29,987
41 8168 · Sales tax					
41 8175 · Taxes and licenses	2,373	1,851	3,029	2,344	2,160
41 8180 · Taxes-personal property	805	922	1,031	3,653	1,209
41 Other					
41 Total Payroll and water-line tax accruals	39,334	29,775	38,436	119,848	132,255

Public Version

Placeholder

Page 5 of Appendix 3 contains confidential information
to be submitted under seal

Appendix 4

Statement of Projected Revenue and Expense

Angel Island-Tiburon Ferry, Inc.
Statement of Projected Revenue and Expense
Twelve Month Period Ended December 31, 2022

		<u>Actual</u>	<u>2021</u>	<u>Actual</u>	<u>2022</u>	<u>Proposed</u> <u>2023</u>	<u>Change From 2022</u>	<u>Comment</u>		
Paid Passenger Activity										
	Paid passenger revenue	\$	731,349	\$	854,187	\$	991,900	\$	137,713	PUC Fare Increase-Blended
	Number of paid passengers		60,213		66,401		65,000		-1,401	
	Average ticket price-blended	\$	12.15	\$	12.86	\$	15.26	\$	2.40	Includes Campers & Bicycles
Water-Line Operating Revenue										
19,27	Ferry service operating revenue		731,349		854,187		991,900		137,713	
Water-Line Operating Expense										
28	Maintenance of vessels & other property		58,837		209,983		119,239		-90,744	
29	Depreciaton and amortization		49,287		38,156		41,625		3,469	
30	Operations of Vessels lay-up expense		195,416		286,527		339,000		52,473	Wage Increase - Staff Retention
32	Terminal expense									
33	Traffic expense									
34	General expense									
35	General officers salary		20,883		18,461		43,359		24,898	Wage Increase - Staff Retention
36	General office employees salary		78,991		114,118		86,719		-27,399	
37	General office expense		63,718		115,927		149,085		33,158	Rent Expense for Facility
38	Total General expense		<u>163,592</u>		<u>248,506</u>		<u>279,163</u>		<u>30,657</u>	
39	Casualties and insurance		61,977		63,553		69,375		5,822	
40	Charter and other rents									
41	Payroll and water-una tax accruals		29,775		39,334		139,637		100,303	Park Commission Reinstated 11%
42	Motor carrier expense									
43	Total Water-Line Operating Expense		<u>558,884</u>		<u>886,059</u>		<u>988,039</u>		<u>101,980</u>	
Net Revenue from Water-Line Operatons										
			172,465		-31,872		3,861		35,733	

Angel Island-Tiburon Ferry, Inc.
Statement of Projected Revenue and Expense
Twelve Month Period Ended December 31, 2022

	Actual	2021	Actual	2022	Proposed 2023	Change From 2022	Comment
Other Income							
Income from Non Carrier Operations		342,673		530,268	650,500	120,232	
Gain (Loss) on sale of property and Equipment		0		0	0	0	
PPP Loan Forgiveness		186,610		0	0	0	No Additional PPP/Grants expected
Certs Grant		186,611		0	0	0	
Covid-19 Relief Grant		25,000		0	0	0	
Interest Income		234		392	508	116	
Other		27		0	0	0	
Total Other Income		741,155		530,660	651,008	120,348	
Miscellaneous Deductions from Income							
Expenses of non carrier operations		-283,756		-509,320	-565,450	-56,130	Wage Increase - Staff Retention
Interest on funded debt		-20,565		-20,759	-22,000	-1,241	
Income taxes on ordinary income		-800		-1,287	-800	487	
Other		0		0			
Total Miscellaneous Deductions from Income		-305,121		-531,366	-588,250	-56,884	
Net Income (Loss)		608,499		-32,578	66,619	99,197	

Appendix 5

Annual Passenger Travel Data (1997-2022)

	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007
January	1,386	1,087	1,526	1,020	1,546	1,257	1,651	1,512	800	994	1,675
February	3,881	1,031	1,387	873	1,595	2,377	2,439	1,906	1,110	1,276	1,766
March	6,592	4,630	5,100	5,179	5,873	6,800	6,268	7,004	2,681	2,457	4,102
April	7,801	7,912	6,815	10,092	8,319	8,945	6,938	7,754	5,493	3,429	5,844
May	15,877	13,359	14,758	12,134	14,235	13,393	12,699	11,690	9,344	9,419	11,312
June	14,001	12,224	11,483	13,142	13,501	15,385	11,927	11,016	9,095	9,370	10,973
July	13,100	14,179	12,218	13,665	13,019	12,259	12,551	10,109	10,326	10,235	10,425
August	14,353	14,603	11,697	12,445	12,300	11,475	12,533	8,432	7,983	8,055	8,886
September	9,451	9,541	9,692	10,015	9,421	9,360	9,335	7,965	7,199	7,288	6,367
October	9,491	9,670	10,617	8,254	7,571	7,809	9,044	6,188	5,966	6,173	5,096
November	3,761	3,239	4,168	4,179	3,154	5,090	2,614	3,487	1,918	2,405	2,127
December	1,668	1,372	1,364	2,610	793	1,199	1,314	898	323	1,476	1,696
Total	101,362	92,847	90,825	93,608	91,327	95,349	89,313	77,961	62,238	62,577	70,269
		(8,515)	(2,022)	2,783	(2,281)	4,022	(6,036)	(11,352)	(15,723)	339	7692

These numbers are the difference from the year prior

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
January	1,301	1,955	1,225	2,071	2,346	1,951	2,821	3,360	1,650	1,583	2,061
February	1,549	865	1,007	1,648	2,670	3,411	2,268	3,884	3,059	1,244	3,135
March	3,912	2,988	3,323	1,443	2,576	4,174	4,306	5,490	2,527	2,798	3,036
April	5,861	7,152	4,621	6,082	6,817	8,542	7,417	6,827	6,726	7,302	6,464
May	8,422	8,616	8,082	7,894	10,542	10,978	11,092	10,571	10,441	9,347	10,532
June	8,049	9,201	8,136	8,230	10,939	11,138	10,352	9,040	9,333	9,287	9,337
July	9,415	8,033	8,961	10,406	10,246	10,261	9,621	9,506	11,321	11,168	9,482
August	9,361	8,558	7,144	7,929	8,826	9,430	11,017	10,187	8,399	7,712	8,103
September	6,779	5,282	7,048	7,213	9,033	6,988	6,315	7,704	7,460	7,386	7,917
October	3,332	4,412	4,518	7,173	6,238	7,114	6,716	6,924	5,065	5,116	6,076
November	1,705	2,100	1,916	2,375	3,069	3,627	3,089	3,413	2,393	2,485	1,513
December	949	844	516	1,227	1,339	2,362	1,652	1,283	1,290	1,815	2,030
Total	60,635	60,006	56,497	63,691	74,641	79,976	76,666	78,189	69,664	67,243	69,686
	(9692)	(629)	(3,509)	7,194	10,950	5,335	(3,310)	1,523	(8,525)	(2,421)	2,443

	2019	2020	2021	2022
January	1,536	1,610	2,316	2,853
February	1,598	2,511	-	4,426
March	3,174	544	2,017	3,334
April	5,867	-	3,869	5,466
May	8,128	-	6,761	7,927
June	9,075	-	7,823	8,976
July	9,011	4,667	11,655	10,928
August	8,067	5,136	8,339	7,819
September	6,927	4,024	7,091	5,893
October	5,108	4,244	5,400	5,483
November	2,796	2,731	3,628	2,819
December	1,034	1,628	1,314	477
Total	62,321	27,095	60,213	66,401
	(7,365)	(35,226)	33,118	6,188